

Isra Nabil Mansour Al Tarbaghia MSc.

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Objective

I am a high-achieving, multilingual, and adaptive professional aspiring to develop a career in building and bridging communities by learning, being proactive, and pushing my limits.

Experience

Libyan International Medical University – Faculty of Business Administration, Benghazi **Head of Business Administration Department in the Faculty of Business Administration**

May 2021 – Present

- Providing strong academic and managerial leadership by planning, monitoring, and developing the business administration department.
- Monitoring, evaluating, and improving the operations of the Business Administration department.
- Maintaining the quality of education and services provided by the department.
- Networking with international and local organizations and institutions.
- Revolutionizing the education system by leading a transformation from traditional learning approaches to student-centered approaches.
- Responsible for the student interview, enrollment, and acceptance process for the Saha program, a MSc. Program accredited by the European Union.
- Welcoming guests to the faculty ranging from banks, companies, diplomats, foreign visitors academic staff, and student guardians.
- Writing proposals for projects related to the faculty.

Assistant Lecturer

Sept 2020 – Present

- Preparing and delivering lecture materials and examining students for subjects including Strategic Management, Marketing for Small Businesses, International Marketing, fundamentals of Management and Marketing, Business Ethics, and Research Methodology.
- Writing problem-based learning scenarios that integrate multiple courses to improve the student's ability to research, work in teams, and present.

Prin-D, Manchester

External Consultant (6 month project)

Jun 2019 – Dec 2019

- Consulted a start-up SAAS company emerging in the field of construction and developed a strategy to launch into the market.
- Identified the underlying strategic problem the company was facing and developed a research plan to resolve the issues.
- Person of contact for the client and kept them involved in every step of the project
- Conducted industrial secondary data analysis using internal, external, and competitive analysis including but not limited to SWOT analysis, PESTEL, Porter's five forces, internal and external factor evaluation matrices etc. this led to a gap analysis where the problem identification took place.
- Once the problem was identified, a strategy was derived with the assistance of strategic generation frameworks such as SPACE matrix, BCG matrix, SWOT matrix and many others.
- Carried out primary data research through a Delphi method which started off interviews and on-site observations then analyzed the data through thematic content analysis. The next step of the research filtered out the answers gathered in the interviews and were restructured and distributed to the target group in the form of a questionnaire.
- Developed a financial forecast for the company and developed a budget proposal for the upcoming year.
- Formulated a detailed long and short term strategic plan for the company to achieve its overall goals. This included a marketing, financial and operational action plan.

Elevate Education, Manchester

Presenter and Trainer

Apr 2019 –Sept 2020

- Visited over 200 schools across the UK and carried out seminars for over 6000 students on improving study skills, time management, and motivation.
- Empowered students to use these skills to score higher grades in their GCSEs, A levels and BTEC.

AT Group, Istanbul

International eSales Representative

March 2017 – Jul 2018

- Maintained a long-term B2B relationship with AT Group's largest clients.
- Consulted clients with solutions to their problems and compensated them to ensure the relationship was long-lasting.
- Maintained communication with clients post-purchase to evaluate their satisfaction levels

Education

MSc. Business Analysis and Strategic Management with distinction

University of Manchester, Manchester

Dec 2019

- Graduation with distinction
- Conducted a client facing project as a dissertation. It was done in the form of an action case study research. My team closely worked with a client and created a strategic plan for the client.

BA. Business Administration with high honors

Bahcesehir University, Istanbul

Jun 2018

- Graduated first in my department with a high honors award.
- Conducted my graduation project on the elements that affect the demand for a Master's degree in Turkey. The analysis was conducted using SPSS.

Volunteer Work

Jun 2019 – *Manchester Royal Infirmary Hospital Iftaar*: Distributed Iftaar to patients and visitors in the hospital throughout Ramadan

Apr 2019 – *Fundraiser for Yemen*: Participated in a fundraiser for Human relief funds for Yemen, this included selling food and beverages, raising awareness on social media platforms, and collecting donations.

Sept 2015 – Jul 2018 *Hand in Hand*: co-founded an organization in Istanbul that gathered funds for Syrian refugees and helped families in receiving essentials including canned and grain foods, sanitary products etc.

Sept – Dec 2016 *Istanbul & I*: I was a member of the Istanbul & I community and participated in their volunteer work teaching Syrian refugee children English and computer skills.

Achievements

Jul 2022 – Women Empowerment and Entrepreneurship Policy at Maastricht School of Management

Aug 2021- Leading Change through Policymaking at British Council

May 2020 - Logistics at UNICEF

Apr 2020 – Ethics for Performance and Learning Professionals at World Bank Group

Oct 2018 – Project Management at the University of Manchester

Dec 2017 – Bloomberg Training Session at Bahcesehir University

Mar 2017 – Customer Service Training at AT Group

Dec 2016 - Act to Impact Social Summit (staff member) Istanbul & I's

Sept 2014 - June 2018 High honor student of Bahcesehir University

Languages

English (IELTS band score: 8.5), Arabic (Native), Turkish (Conversational), French (Beginner)